

# **USDA Foreign Agricultural Service**

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Brazil

Coffee

Semi Annual

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**Report Highlights:** ATO/Sao Paulo estimates coffee production for MY 2004/05 at 41.7 million 60-kg bags, green beans, down 800,000 bags from our previous figure as a consequence of excessive rainfall and humidity problems in some coffee regions. Coffee exports for MY 2004/05 are forecast at 23.55 million bags, down 1.37 million bags from MY 2003/04. Coffee growers have held stocks expecting higher market prices. The price differential between the Coffee Sugar and Cocoa Exchange and the Brazilian market has been narrowing and the appreciation of the Brazilian currency, the Real, in the past couple of months has decreased Brazil's competitiveness in international markets. Brazilian representatives of the coffee sector unanimously support the U.S. renewed membership in the International Coffee Organization (ICO).

Includes PSD Changes: Yes Includes Trade Matrix: No Semi-Annual Report Sao Paulo [BR3] [BR]

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# PS&D Table

# Country Brazil

| CommoC      | offee,     | Green        |            | ( ·          | 1000 HA)(  | MILLION TI  |
|-------------|------------|--------------|------------|--------------|------------|-------------|
|             | 2003       | Revised      | 2004       | Estimate     | 2005       | Forecast    |
| USDA        | Official [ | Estimate [DA | Official [ | Estimate [DA | Official [ | Estimate [1 |
| 'ear Begin  |            | 07/2002      |            | 07/2003      |            | 07/2004     |
| Area Plante | 2675       | 2675         | 2379       | 2379         | 2339       | 2339        |
| Area Harve  | 2360       | 2360         | 2174       | 2174         | 2205       | 2205        |
| Bearing Tre | 5265       | 5265         | 5050       | 5050         | 5131       | 5131        |
| Non-Bearir  | 1125       | 1125         | 631        | 631          | 430        | 430         |
| TOTAL Tre   | 6390       | 6390         | 5681       | 5681         | 5561       | 5561        |
| Beginning   | 7235       | 7235         | 15939      | 17939        | 10079      | 11219       |
| Arabica Pro | 39600      | 41600        | 22600      | 22600        | 33100      | 32900       |
| Robusta Pr  | 12000      | 12000        | 9400       | 9400         | 9300       | 8800        |
| Other Prod  | 0          | 0            | 0          | 0            | 0          | 0           |
| TOTAL Pro   | 51600      | 53600        | 32000      | 32000        | 42400      | 41700       |
| Bean Impo   | 0          | 0            | 0          | 0            | 0          | 0           |
| Roast & Gr  | 0          | 0            | 0          | 0            | 0          | 0           |
| Soluble Imp | 0          | 0            | 0          | 0            | 0          | 0           |
| TOTAL Imp   | 0          | 0            | 0          | 0            | 0          | 0           |
| TOTAL SU    | 58835      | 60835        | 47939      | 49939        | 52479      | 52919       |
| Bean Expo   | 26620      | 26620        | 21000      | 21840        | 24000      | 21000       |
| Roast & Gr  | 66         | 66           | 60         | 50           | 100        | 50          |
| Soluble Exp | 2710       | 2710         | 2800       | 3030         | 2800       | 2500        |
| TOTAL Exp   | 29396      | 29396        | 23860      | 24920        | 26900      | 23550       |
| Rst,Grounc  | 12700      | 12700        | 13300      | 13000        | 13900      | 13400       |
| Soluble Do  | 800        | 800          | 700        | 800          | 700        | 800         |
| TOTAL Dor   | 13500      | 13500        | 14000      | 13800        | 14600      | 14200       |
| Ending Sto  | 15939      | 17939        | 10079      | 11219        | 10979      | 15169       |
| TOTAL DIS   | 58835      | 60835        | 47939      | 49939        | 52479      | 52919       |

#### Production

The Agricultural Trade Office (ATO)/Sao Paulo has revised the MY 2002/03 coffee production estimate to 53.6 million 60-kg bags, green coffee, up 2 million from our previous forecast to better reflect the supply and demand situation. Post contacts report a significant volume of coffee from the 2002 crop being marketed, especially in the domestic market, thus indicating a larger crop then previously estimated. Note that no revision has been made for the MY 2003/04 crop.

ATO/Sao Paulo has revised the Brazilian coffee production estimate for Marketing Year (MY) 2004/05 (July-June) downward to 41.7 million bags (60 kilograms per bag), green equivalent, a 2 percent decrease compared to the previous estimate, but up 9.7 million bags from MY 2003/04, since coffee trees are mostly in the on-year of the biennial production cycle.

Excessive rainfall especially in southern-Minas Gerais and Sao Paulo caused losses due to bean droppage, beans with different maturation stages, and irregular fruit formation, thus affecting harvested volumes. No changes have been made to area harvested and tree inventory. The table below shows the coffee production estimate by state and variety of coffee from MY 1998/99 to MY 2004/05.

| State/Variety   | MY 1998/99 M | Y 1999/00 MY | 2000/01 | MY 2001/02 | MY 2002/03 | MY 2003/04 | $MY\ 2004/05$ |
|-----------------|--------------|--------------|---------|------------|------------|------------|---------------|
| Minas Gerais    | 18.95        | 15.40        | 16.00   | 16.20      | 26.70      | 13.70      | 20.60         |
| Southwest       | 10.75        | 8.40         | 9.00    | 8.50       | 15.00      | 7.00       | 11.00         |
| Central-western | 4.10         | 3.50         | 3.00    | 3.20       | 4.85       | 3.00       | 4.00          |
| Southeast       | 4.10         | 3.50         | 4.00    | 4.50       | 6.85       | 3.70       | 5.60          |
| Espirito Santo  | 5.35         | 4.70         | 7.40    | 9.70       | 11.50      | 7.70       | 7.80          |
| Arabica         | 2.15         | 2.00         | 2.60    | 2.20       | 3.00       | 1.70       | 2.50          |
| Robusta         | 3.20         | 2.70         | 4.80    | 7.50       | 8.50       | 6.00       | 5.30          |
| Sao Paulo       | 4.20         | 3.70         | 3.60    | 3.20       | 5.90       | 3.00       | 4.70          |
| Parana          | 3.20         | 2.80         | 2.20    | 0.50       | 2.60       | 2.20       | 2.60          |
| Others          | 3.90         | 4.20         | 4.90    | 5.50       | 6.90       | 5.40       | 6.00          |
| Arabica         | 2.10         | 1.90         | 2.20    | 2.30       | 3.40       | 2.00       | 2.50          |
| Robusta         | 1.80         | 2.30         | 2.70    | 3.20       | 3.50       | 3.40       | 3.50          |
| Total           | 35.60        | 30.80        | 34.10   | 35.10      | 53.60      | 32.00      | 41.70         |
| Arabica         | 30.60        | 25.80        | 26.60   | 24.40      | 41.60      | 22.60      | 32.90         |
| Robusta         | 5.00         | 5.00         | 7.50    | 10.70      | 12.00      | 9.40       | 8.80          |
| Robusta         | 3.00         | 5.00         | 7.30    | 10.70      | 12.00      | 9.40       | 0.00          |

Source: ATO/Sao Paulo.

Robusta production should account for 8.8 million bags, down 600,000 bags from MY 2003/04 (9.4 million bags). The harvest period for robusta coffee ended in mid-July. Post contacts report that the overall quality of the robusta beans from Rondonia increased compared to the previous crop while the quality of the Espirito Santo robusta was somewhat affected by the irregular sizes of the beans.

Arabica coffee production is estimated at 32.9 million bags, up 10.3 million bags from MY 2003/04 (22.6 million bags). Harvest operations were concluded in October for all arabica growing regions. The dry weather that prevailed in August supported harvesting operations, as opposed to the continuous rainfall that occurred in major coffee areas in Minas Gerais, Sao Paulo and Parana during May-June. As a consequence of excessive rainfall during the initial months of the harvest, post contacts report that the overall quality of the coffee beans

was affected. The quality of the beans was also affected by the high humidity in some coffee regions during July. Higher drying-processing costs are also reported by post contacts due to the higher humidity in the beans.

In August 2004, the Brazilian Government (GOB), through the National Supply Company (CONAB) of the Ministry of Agriculture, Livestock and Supply (MAPA), released the third official Brazilian coffee production forecast for MY 2004/05. As reported by CONAB, coffee production is estimated at 38.264 million bags, a 33 percent increase compared to MY 2002/03 (28.82 million bags). It is too early to forecast the MY 2005/06 crop, and no official forecast has yet been announced. CONAB will conduct a field survey in November to provide the final coffee production estimate for MY 2004/05 and the initial forecast for MY 2005/06.

At the same time, with blossoming started in September and the lower volumes of rainfall in major growing areas, some market expectations have been formed with regard to the size of the upcoming crop. Precipitation encouraged a much more uniform flowering on farms, in which groves show better crop management compared to those, which did not have adequate treatment and show a higher level of defoliation. The regular rainfall in October should stimulate further blossoming, thus partially offsetting the negative impact expected for the upcoming crop due to the off-year of the biennial cycle of the coffee groves and below average crop treatment (fertilizer, sprays, etc), as a consequence of a prolonged low pricecycle.

#### **Coffee Prices in the Domestic Market**

The table below shows the Coffee Index price series released by the University of Sao Paulo's Luiz de Queiroz College of Agriculture (ESALQ). The series tracks coffee prices in the domestic spot market since September 1996. Note that coffee prices have reacted positively in 2004, in spite of the larger crop compared to the previous year. The average price for the Jan-Oct 2004 period is US\$ 70.7/bag, up US\$ 14/bag compared to the same period in 2004. The excessive rainfall at the beginning of the harvest and the larger volume of the crop in growers' hands have supported steady prices. Trade contacts report that coffee growers have been holding stocks and selling only what they need to in order to pay monthly expenses. In spite of the increase, coffee growers claim that current prices barely cover the cost of production.

Coffee Prices in the Domestic Market (Real, 60kg/bag).

|           | 1996   | 1997   | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004   |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| January   |        | 159.76 | 242.64 | 167.85 | 223.56 | 127.51 | 110.01 | 190.74 | 193.24 |
| February  |        | 194.62 | 238.70 | 188.63 | 197.39 | 127.05 | 110.84 | 193.03 | 203.52 |
| March     |        | 218.45 | 208.34 | 188.67 | 194.20 | 125.17 | 116.41 | 174.97 | 206.22 |
| April     |        | 224.07 | 189.49 | 171.57 | 180.33 | 117.03 | 117.76 | 175.00 | 202.10 |
| May       |        | 252.32 | 162.76 | 188.21 | 179.31 | 130.24 | 107.54 | 172.99 | 217.53 |
| June      |        | 242.57 | 139.77 | 187.30 | 157.37 | 125.23 | 106.37 | 159.58 | 239.77 |
| July      |        | 197.99 | 130.15 | 161.17 | 150.01 | 116.99 | 104.70 | 162.77 | 200.61 |
| August    |        | 209.86 | 135.83 | 160.90 | 137.83 | 113.90 | 109.21 | 173.51 | 198.98 |
| September | 116.82 | 220.40 | 123.76 | 149.86 | 137.34 | 111.97 | 136.04 | 173.90 | 219.27 |
| October   | 116.71 | 202.67 | 122.50 | 172.97 | 143.78 | 104.39 | 167.72 | 167.35 | 214.23 |
| November  | 119.23 | 201.44 | 141.37 | 219.83 | 141.65 | 111.09 | 187.65 | 167.69 |        |
| December  | 126.12 | 229.12 | 142.08 | 242.42 | 128.19 | 105.02 | 184.13 | 174.53 |        |

Source: CEPEA/ESALQ/USP. Note: May 2004 price refers to Nov 1-22.

#### Consumption

ATO/Sao Paulo has adjusted downward the total domestic consumption coffee estimate for MY 2003/04 to 13.8 million 60-kg bags, green equivalent, down 1 percent from the previous estimate due to updated information provided by the Brazilian Coffee Industry Association (ABIC). Ground and roasted coffee consumption represented 13 million bags, and soluble coffee accounted for 800,000 bags, green equivalent. As reported by ABIC, total domestic coffee consumption during the May 2003/April 2004 period was 13.8 million bags, up 355,000 bags compared to the same period in the preceding twelve months.

Total coffee consumption for MY 2004/05 is projected at 14.2 million bags, green equivalent, up 400,000 from MY 2003/04. Ground and roasted consumption should account for 13.4 million bags, whereas soluble coffee consumption is expected to remain stable at 800,000 bags. Population growth and campaigns to promote coffee consumption in Brazil such as the PACIC ("Programa de Aumento do Consumo Interno") are major factors leading to expected increase in consumption. ABIC projects coffee consumption up 6 percent for 2005 (15.1 million bags), reaching 16 million bags in 2006.

ABIC reports that the Coffee Quality Program (PQC) in association with ABIC's traditional "Stamp of Purity" program have contributed to the increase in coffee consumption in Brazil. According to the PQC, coffee brands are eligible for the "Quality Stamp" only if they comply with three basic conditions: (1) products with minimal quality recognition; (2) sustainable standard flavor in the long term; and (3) good manufacturing practices. Although the participation in the program is voluntary, as of August 2004, 61 coffee roasters had joined the program.

#### Trade

#### **Exports**

ATO/Sao Paulo has adjusted the MY 2003/04 (Jul-Jun) Brazilian coffee export estimate to 24.92 million bags (60-kg, green equivalent), up 4 percent from previous estimate, based on updated information from the Brazilian Green Coffee Association (CECAFE). Coffee bean exports amounted to 21.84 million bags, while soluble coffee contributed approximately 3.03 million bags.

Total Brazilian coffee exports for MY 2004/05 are projected at 23.55 million bags, down 12 percent compared to the previous estimate. According to trade sources, coffee growers have been holding stocks expecting higher market prices. The price differential between the Coffee Sugar and Cocoa Exchange and the Brazilian market has been narrowing and the historical discount paid for the Brazilian product has not been significant. Moreover, the appreciation of the Brazilian currency, the Real in the past couple of months have somewhat decreased Brazil's competitiveness in the international marketplace. Green bean exports should represent 21 million bags, while soluble coffee exports should account for 2.5 million bags, green equivalent.

According to official data provided by the Brazilian Secretariat of Foreign Trade (SECEX), total green exports (NCM 0901.11.10) for MY 2003/04 (Jul-Jun) were approximately 1.33 million metric tons, down 20 percent from the previous MY. Roasted coffee (NCM 0901.21.00) exports for MY 2003/04 are reported at 3,935 metric tons, down 621 metric tons from MY

2002/03, whereas soluble coffee exports are estimated at 68 thousand metric tons, up 11 percent relative to the previous MY. The table below shows green bean exports, soluble coffee and roasted coffee exports by country of destination, according to SECEX for MY 2003/04 and 2004/05 (Jul-Sep).

Brazilian Coffee Exports by Country of Destination (NCM 0901.11.10, MT. Tel quel, U

| Country  | CY 2003   |           | MY 20     | 02/03 1/  | MY 2003/04 2/ |           |  |
|----------|-----------|-----------|-----------|-----------|---------------|-----------|--|
| Country  | Quantity  | Value     | Quantity  | Value     | Quantity      | Value     |  |
| Germany  | 247,909   | 245,164   | 320,849   | 279,480   | 229,653       | 244,496   |  |
| USA      | 290,781   | 256,463   | 362,092   | 274,479   | 207,078       | 205,806   |  |
| Italy    | 150,753   | 154,450   | 154,365   | 139,622   | 120,960       | 135,054   |  |
| Japan    | 103,866   | 114,556   | 106,519   | 106,495   | 83,038        | 99,303    |  |
| Slovenia | 47,326    | 38,861    | 58,910    | 36,653    | 47,417        | 45,993    |  |
| Belgium  | 52,913    | 52,069    | 77,468    | 63,880    | 44,619        | 49,439    |  |
| France   | 51,968    | 52,831    | 58,668    | 53,014    | 44,456        | 49,548    |  |
| Spain    | 46,485    | 43,890    | 67,647    | 53,537    | 32,997        | 35,434    |  |
| Greece   | 34,279    | 28,014    | 42,833    | 28,232    | 29,560        | 28,902    |  |
| Sweden   | 36,029    | 35,124    | 41,534    | 37,662    | 28,529        | 30,432    |  |
| Others   | 306,489   | 280,870   | 371,142   | 291,165   | 246,810       | 256,695   |  |
| Total    | 1,368,797 | 1,302,292 | 1,662,025 | 1,364,219 | 1,115,117     | 1,181,102 |  |

Source: Brazilian Foreign Trade Secretariat (SECEX)

Note: Numbers may not add due to rounding. 1/July-June, 2/July-April

Brazilian Solube Coffee Exports (Metric Tons, US\$ 000 FOB)

| Destination    | MY 2003 / 04 |         | MY 2003 / 04 1/ | /      | MY 2004 / 05 1/ |        |
|----------------|--------------|---------|-----------------|--------|-----------------|--------|
|                | Quantity     | Value   | Quantity        | Value  | Quantity        | Value  |
| Russia         | 11,143       | 47,046  | 1,791           | 7,775  | 3,225           | 12,999 |
| USA            | 12,764       | 33,159  | 3,366           | 8,225  | 2,901           | 8,411  |
| Ukraine        | 8,558        | 34,278  | 1,178           | 4,443  | 1,804           | 7,188  |
| Finland        | 854          | 2,938   | 302             | 1,045  | 1,453           | 5,432  |
| Germany        | 6,072        | 19,652  | 1,680           | 5,117  | 1,397           | 4,727  |
| Japan          | 3,884        | 17,977  | 1,030           | 4,968  | 851             | 4,059  |
| United Kingdom | 2,923        | 16,034  | 631             | 2,632  | 850             | 4,426  |
| Singapore      | 2,314        | 6,484   | 442             | 1,283  | 781             | 2,197  |
| Argentina      | 1,735        | 5,284   | 534             | 1,744  | 567             | 1,636  |
| Malaysia       | 1,638        | 3,682   | 474             | 1,084  | 528             | 1,160  |
| Others         | 16,063       | 67,978  | 4,420           | 17,642 | 4,865           | 21,248 |
| Total          | 67,949       | 254,514 | 15,849          | 55,958 | 19,222          | 73,481 |

Source: Brazilian Secretariat of Foreign Trade (SECEX), NCM 2101.11.10

1/July-September

| Roasted | Coffee Exports 1 | by country | of Destination ( | Metric Tons,   | US\$ 1,0 | 00 FOB) |
|---------|------------------|------------|------------------|----------------|----------|---------|
|         | . ,              | 177.0000 / | 0.4              | 3 437 2002 / 0 | 4 4 /    | • .     |

| Destination | MY 2003 / 04 |        | MY 2003  | / 04 1/ | MY 2004 / 05 1/ |       |  |
|-------------|--------------|--------|----------|---------|-----------------|-------|--|
|             | Quantity     | Value  | Quantity | Value   | Quantity        | Value |  |
| Italy       | 693          | 1,887  | 122      | 306     | 183             | 523   |  |
| USA         | 1,913        | 6,252  | 416      | 976     | 151             | 589   |  |
| Japan       | 300          | 799    | 159      | 440     | 39              | 104   |  |
| Argentina   | 105          | 352    | 23       | 76      | 25              | 85    |  |
| Russia      | 135          | 483    | 0        | 0       | 14              | 57    |  |
| Chile       | 27           | 77     | 2        | 8       | 13              | 35    |  |
| Angola      | 2            | 8      | 0        | 1       | 8               | 25    |  |
| Georgia     | 11           | 26     | 3        | 7       | 7               | 18    |  |
| Uruguay     | 54           | 72     | 10       | 13      | 7               | 13    |  |
| Germany     | 1            | 1      | 0        | 0       | 6               | 65    |  |
| Others      | 694          | 1,255  | 508      | 655     | 22              | 80    |  |
| Total       | 3,935        | 11,212 | 1,243    | 2,481   | 476             | 1,594 |  |

Source : Brazilian Department of Foreign Trade (SECEX), NCM 0901.21.00

Monthly coffee data (quantity and value) for MY 2003/04 and MY 2004/05 (July-September), as reported by CECAFE and the Brazilian Soluble Coffee Association (ABICS), follows. Preliminary data show that coffee export registrations for October 2004 were 1,914,753 bags while cumulative green coffee export shipments for October 2004 are 1.847.244 bags up to October 28.

Brazilian Monthly Coffee Exports for MY 2003/04 (60 kg bag, green equivalent).

| Month      | Conillon  | Arabica    | Roasted | Total Green | Soluble   | Total      |  |
|------------|-----------|------------|---------|-------------|-----------|------------|--|
| Jul-03     | 227,197   | 1,314,039  | 6,859   | 1,548,095   | 250,195   | 1,798,290  |  |
| Aug-03     | 239,509   | 1,475,197  | 3,730   | 1,718,436   | 210,483   | 1,928,919  |  |
| Sep-03     | 211,034   | 2,062,355  | 7,597   | 2,280,986   | 236,066   | 2,517,052  |  |
| Oct-03     | 175,235   | 1,925,866  | 3,095   | 2,104,196   | 234,847   | 2,339,043  |  |
| Nov-03     | 128,540   | 1,724,319  | 2,507   | 1,855,366   | 295,867   | 2,151,233  |  |
| Dec-03     | 72,361    | 2,059,105  | 7,485   | 2,138,951   | 268,258   | 2,407,209  |  |
| Jan-04     | 39,039    | 1,588,522  | 2,384   | 1,629,945   | 199,354   | 1,829,299  |  |
| Feb-04     | 35,318    | 1,362,973  | 3,017   | 1,401,308   | 157,353   | 1,558,661  |  |
| Mar-04     | 54,298    | 2,086,173  | 5,746   | 2,146,217   | 306,524   | 2,452,741  |  |
| Apr-04     | 25,462    | 1,515,276  | 3,674   | 1,544,412   | 287,339   | 1,831,751  |  |
| May-04     | 55,041    | 1,692,534  | 2,640   | 1,750,215   | 307,091   | 2,057,306  |  |
| Jun-04     | 74,806    | 1,696,074  | 1,429   | 1,772,309   | 279,754   | 2,052,063  |  |
| Cumulative | 1,337,840 | 20,502,433 | 50,163  | 21,890,436  | 3,033,130 | 24,923,566 |  |

Source: CECAFE and ABICS.

<sup>1 /</sup> July - September.

| Month      | Conillon | Arabica   | Roasted | Total Green | Soluble | Total     |
|------------|----------|-----------|---------|-------------|---------|-----------|
| Jul-03     | 8,840    | 74,687    | 570     | 84,097      | 20,151  | 104,248   |
| Aug-03     | 9,654    | 86,141    | 537     | 96,331      | 17,294  | 113,625   |
| Sep-03     | 9,339    | 125,966   | 612     | 135,916     | 19,507  | 155,423   |
| Oct-03     | 7,870    | 122,447   | 373     | 130,690     | 20,774  | 151,464   |
| Nov-03     | 6,018    | 107,944   | 367     | 114,329     | 24,586  | 138,915   |
| Dec-03     | 3,426    | 132,186   | 1,862   | 137,474     | 22,243  | 159,718   |
| Jan-04     | 1,946    | 102,231   | 350     | 104,526     | 17,954  | 122,480   |
| Feb-04     | 1,830    | 92,167    | 418     | 94,415      | 14,757  | 109,173   |
| Mar-04     | 2,857    | 149,991   | 1,110   | 153,958     | 27,605  | 181,562   |
| Apr-04     | 1,284    | 111,455   | 507     | 113,246     | 27,134  | 140,380   |
| May-04     | 2,781    | 126,401   | 311     | 129,493     | 27,731  | 157,224   |
| Jun-04     | 3,677    | 127,815   | 147     | 131,639     | 25,208  | 156,847   |
| Cumulative | 59,521   | 1,359,430 | 7,165   | 1,426,116   | 264,944 | 1,691,060 |

Source: CECAFE and ABICS.

Brazilian Monthly Coffee Exports for MY 2004/05 (60 kg bag, green equivalent).

| Month      | Conillon | Arabica   | Roasted | Total Green | Soluble | Total     |
|------------|----------|-----------|---------|-------------|---------|-----------|
| Jul-03     | 96,479   | 1,580,228 | 2,877   | 1,679,584   | 303,358 | 1,982,942 |
| Aug-03     | 98,206   | 1,971,704 | 2,563   | 2,072,473   | 304,240 | 2,376,713 |
| Sep-03     | 76,696   | 1,982,115 | 1,088   | 2,059,899   | 246,677 | 2,306,576 |
| Cumulative | 271,381  | 5,534,047 | 6,528   | 5,811,956   | 854,276 | 6,666,232 |

Source: CECAFE and ABICS.

Brazilian Monthly Coffee Exports for MY 2004/05 (US\$ 1,000).

| Month      | Conillon | Arabica | Roasted | Total Green | Soluble | Total   |
|------------|----------|---------|---------|-------------|---------|---------|
| Jul-03     | 4,628    | 122,172 | 377     | 127,176     | 27,314  | 154,491 |
| Aug-03     | 4,278    | 146,506 | 322     | 151,106     | 26,649  | 177,756 |
| Sep-03     | 3,558    | 146,189 | 248     | 149,995     | 22,353  | 172,349 |
| Cumulative | 12,464   | 414,867 | 947     | 428,278     | 76,317  | 504,595 |

Source: CECAFE and ABICS.

#### **Stocks**

ATO/Sao Paulo adjusted total ending-stocks for MY 2002/03 to 17.94 million bags, due to revisions made in the 2002 crop figure, a consequence of higher availability of product from that crop being currently traded in the market. Ending stocks for MY 2003/04 were revised to 11.22 million bags, since high beginning stocks for MY 2003/04 were partially offset by higher exports. Projected carry-over stocks for MY 2004/05 are 15.17 million bags, up 3.95 million bags from the previous MY, due to expected lower exports.

The results of monthly coffee auctions conducted by the Ministry of Agriculture (MAPA) /Department of Coffee (DECAF) are shown below. The next government coffee auction is scheduled for November 4, 2004 when 45,000 bags should be offered. As of September 30, the stock levels held by the GOB were estimated at approximately 4.5million bags.

| Auctions of the Braziliar | Government | Coffee Stocks, | , 2003/2004 | (60 kg bags, | US\$/bag). |
|---------------------------|------------|----------------|-------------|--------------|------------|
|---------------------------|------------|----------------|-------------|--------------|------------|

| Date       | Quantity | Quantity | Auction Price |       |
|------------|----------|----------|---------------|-------|
|            | Offered  | Sold     | R\$           | USD\$ |
| 16-Jul     | 20,000   | 19,900   | 124.50        | 43.41 |
| 13-Aug     | 20,000   | 18,870   | 143.74        | 47.42 |
| 17-Sep     | 20,000   | 19,874   | 142.71        | 49.11 |
| 16-Oct     | 20,000   | 19,701   | 140.20        | 49.35 |
| 12-Nov     | 20,000   | 19,800   | 132.35        | 45.46 |
| 10-Dec     | 20,000   | 17,510   | 144.77        | 49.19 |
| 14-Jan     | 20,000   | 19,940   | 152.95        | 54.35 |
| 04-Feb     | 40,000   | 39,800   | 156.84        | 48.17 |
| 03-Mar     | 60,000   | 59,826   | 138.55        | 45.94 |
| 01-Apr     | 80,000   | 77,655   | 142.42        | 49.27 |
| 05-May     | 80,000   | 67,383   | 136.67        | 46.15 |
| 17-May     | 12,000   | 11,911   | 139.86        | 44.80 |
| 02-Jun     | 80,000   | 77,890   | 179.45        | 57.33 |
| 15-Jun     | 80,000   | 75,587   | 164.95        | 52.57 |
| Cumulative | 572,000  | 545,647  |               |       |

Source: Ministry of Agriculture, Livestock & Supply (MAPA)/Coffee Department (DECAF)

Auctions of the Brazilian Government Coffee Stocks, 2004/2005 (60 kg bags, US\$/bag).

| Date       | Quantity | Quantity | Auction Price |       |
|------------|----------|----------|---------------|-------|
|            | Offered  | Sold     | R\$           | USD\$ |
| 01-Jul     | 80,000   | 79,551   | 154.14        | 50.13 |
| 04-Aug     | 40,000   | 39,629   | 150.46        | 49.20 |
| 25-Aug     | 40,000   | 39,990   | 149.39        | 50.62 |
| 09-Sep     | 40,000   | 39,785   | 153.33        | 52.82 |
| 29-Sep     | 40,000   | 39,060   | 163.81        | 57.27 |
| 14-Oct     | 45,000   | 44,471   | 152.41        | 53.23 |
| Cumulative | 285,000  | 282,486  |               |       |

Source: Ministry of Agriculture, Livestock & Supply (MAPA)/Coffee Department (DECAF)

The monthly coffee distribution linked to Brazilian cooperatives for MY 2003/04 and 2004/05 (Jul-Sep) follows. As reported by the National Coffee Council (CNC), stocks held by cooperatives totaled approximately 7,63 million bags on September 30, 2004.

Monthly Coffee Distribution of Brazilian Cooperatives (60-kg bags, MY 2003/04 - Jul/Jun).

| indianing confee | Distriction of Bruzi | man cooperatives ( | 00 118 0485, 1111 =0 | 00/0. 001/0011/ |
|------------------|----------------------|--------------------|----------------------|-----------------|
| Month            | Beginning Stocks     | Deliveries         | Sales                | Ending Stocks   |
| July             | 5,202,721            | 1,406,663          | 532,589              | 6,076,795       |
| August           | 6,076,795            | 1,722,129          | 688,919              | 7,110,005       |
| September        | 7,110,005            | 1,374,216          | 980,016              | 7,504,205       |
| October          | 7,504,205            | 619,409            | 1,110,165            | 7,013,449       |
| November         | 7,013,449            | 341,558            | 1,052,087            | 6,302,920       |
| December         | 6,302,920            | 244,840            | 848,188              | 5,699,572       |
| January          | 5,699,572            | 119,783            | 1,271,938            | 4,547,417       |
| February         | 4,547,417            | 272,936            | 747,593              | 4,072,760       |
| March            | 4,072,760            | 139,127            | 996,540              | 3,215,347       |
| April            | 3,215,347            | 116,652            | 617,681              | 2,714,318       |
| May              | 2,714,318            | 210,651            | 749,874              | 2,175,095       |
| June             | 2,175,095            | 646,733            | 480,294              | 2,341,534       |
| Cumulative       |                      | 7,214,697          | 10,075,884           |                 |

Source: National Coffee Council (CNC).

| Monthly | Coffee I | Distribution | of Brazilian | Cooperatives | (60-kg bags | , MY 2004/05 - | - Jul/Jun). |
|---------|----------|--------------|--------------|--------------|-------------|----------------|-------------|
|         |          |              |              |              |             |                |             |

| Month      | Beginning Stocks Del | iveries Sale | es End    | ing Stocks |
|------------|----------------------|--------------|-----------|------------|
| July       | 2,341,534            | 1,727,166    | 603,806   | 3,464,894  |
| August     | 3,464,894            | 3,102,385    | 779,071   | 5,788,208  |
| September  | 5,788,208            | 2,894,885    | 1,048,244 | 7,634,849  |
| Cumulative |                      | 7,724,436    | 2,431,121 |            |

Source: National Coffee Council (CNC).

### Policy

Brazilian representatives of the coffee sector unanimously supported the U.S. return membership in the International Coffee Organization (ICO). The Brazilian Coffee Council (CNC), representing coffee growers, reported that the presence of the U.S. in the ICO will bring welcome benefits to the organization and its members through its contribution to the dialogue on issues of quality and efforts to increase consumption. The Brazilian Coffee Industry Association (ABIC) also views the return of the world's largest coffee consuming country as a positive opportunity for the ICO to construct a new agenda for coffee agribusiness worldwide, especially in preserving the freedom of supply and adding value to the entire chain of coffee production.

The Brazilian Green Coffee Exporters Council (CECAFE) reported that the return of the U.S. to the ICO will undoubtedly strengthen the ICO and provide additional guarantees of a free coffee market. The Ministry of Agriculture, Livestock and Supply (MAPA)'s Secretariat of Production and Marketing, echoed the belief that the U.S. presence would help support the creation of common rules and avoid market distortions, and said that the GoB wants the U.S. to return to the ICO.

#### **Exchange Rate**

Exchange Rate (R\$/US\$1.00 - official rate, last day of period)

| Month     | 2000 | 2001 | 2002 | 2003 | 2004 |
|-----------|------|------|------|------|------|
| January   | 1.80 | 1.97 | 2.42 | 3.53 | 2.94 |
| February  | 1.77 | 2.04 | 2.35 | 3.56 | 2.91 |
| March     | 1.75 | 2.16 | 2.32 | 3.35 | 2.91 |
| April     | 1.81 | 2.22 | 2.36 | 2.89 | 2.94 |
| May       | 1.82 | 2.36 | 2.52 | 2.97 | 3.13 |
| June      | 1.80 | 2.30 | 2.84 | 2.87 | 3.11 |
| July      | 1.78 | 2.43 | 3.43 | 2.97 | 3.03 |
| August    | 1.82 | 2.55 | 3.02 | 2.97 | 2.93 |
| September | 1.84 | 2.67 | 3.89 | 2.92 | 2.86 |
| October   | 1.91 | 2.71 | 3.65 | 2.86 | 2.87 |
| November  | 1.98 | 2.53 | 3.59 | 2.95 |      |
| December  | 1.96 | 2.32 | 3.53 | 2.89 |      |

Source: Gazeta Mercantil.